

PRODUCT AND PRICE DISCOUNTS

SIEMENS INFORMATION & COMMUNICATION

NETWORKS

AR-1481

Siemens will provide the WSCA States with a discount of 30% off the list price for Cisco-manufactured Products.

Siemens will provide the applicable services set forth in the SmartServe Support Service Plan as detailed by the following rates in Siemens Direct Territory:

- Remote Only 247 Plan: 8% off the Manufacturer's Catalog List Price
- Remote 247 and Parts: 10% off the Manufacturer's Catalog List Price
- On-Site 85 and Parts: 14% off the Manufacturer's Catalog List Price
- On-Site 85/4 and Parts: 16% off the Manufacturer's Catalog List Price
- On-Site 247 and Parts: 19% off the Manufacturer's Catalog List Price

The percentage of list will be based on applicable hardware and software list prices.

In Siemens Distributor Territory, and additional 2% to 6% may be applicable for the on-site SmartServe support service options available from Siemens. The exact additional percentage charges will be dependent on the distributor used, the configuration content and the location of the product to be maintained. Therefore, the percentage ranges applicable for maintenance charges in Distributor Territory are as follows:

- On-Site 85 and Parts: 14% to 20% off Manufacturer's Catalog List Price
- On-Site 85/4 and Parts: 16% to 22% off Manufacturer's Catalog List Price
- On-Site 247 and Parts: 19% to 25% off Manufacturer's Catalog List Price

The percentage of list will be based on applicable hardware and software list prices.

Pricing set forth on the Pricing Configuration Forms does not include labor charges. The pricing is for hardware only.